

Flexmls *Tip!*

Your Guide to Creating Area Sales Reports in Flexmls

Created March 2023

Staying up to date on local market trends gives REALTORS® an edge when determining the value of a home. Whether acting as a buyer's or seller's agent, having concrete data to support the decision-making process is key from setting a price to negotiating a sale.

Get an edge at the negotiating table with the latest local sales data!

As a Member of GKAR, you have access to robust data through the shared MLS of MichRIC; and we've outlined the simple steps it takes to generate your own reports giving you the data you need to continue taking your real estate business to the next level.

1. Login into Flexmls.
2. Open the **Menu** in Flexmls and select **Market Trends**.

Market Trends Reports

Year To Date Activity

- Year Over Year Comparison
- Active Listings by Area/Price Range
- Sales Activity by Property Type
- Sold Activity
- Sold Market Analysis
- Supply and Demand
- Price Range Report
- County Statistics
- Municipality Statistics
- Sales Statistics by Area**

3. Click the **Sales Statistics by Area Report**.

4. Select **Run Report**.

5. Select your desired **Date Range**, **Property Type**, and **Group By**. *Note:* It is suggested you check the **Filter report by quick search** box to be given the option to narrow criteria down further on the following page.

Sales Statistics by Area

Date Range

Begin Date
01/13/23

End Date
02/13/23

Property Type

☐ Include all property types
☒ Select from list below
☒ Residential
☐ Land
☐ Commercial Sale
☐ Commercial Lease
☐ Multi-Family
☐ Residential Lease

Options

Group By
Municipality

☐ Filter report by quick search

Next

6. Select **Next**

7. If you have selected the **Filter report by quick search** box, then you may narrow your criteria down further.

8. Select **Next** to view your report.

Sales Statistics by Municipality

For 1/13/2023 To 2/13/2023

Search Parameters: Property type Residential; Municipality of 'Kalamazoo City', 'Kalamazoo Twp', 'Portage City'.

| | Units | Volume | Average Sale Price | Median Sale Price | Avg. Diff. SP to LP | Avg. DOM | Avg. CDOM |
|-------------------|-------|--------------|--------------------|-------------------|---------------------|----------|-----------|
| All sold listings | 68 | \$12,849,940 | \$188,970 | \$182,500 | -\$3,608 | 23 | 30 |
| Non Co-op Sales | 7 | \$1,244,499 | \$177,786 | \$160,000 | -\$8,470 | 45 | 45 |
| Co-op Sales | 61 | \$11,605,441 | \$190,253 | \$185,000 | -\$3,050 | 20 | 29 |

| Property Type/Municipality | Units | Volume | Average Sale Price | Median Sale Price | Avg. Diff. SP to LP | Avg. DOM | Avg. CDOM |
|----------------------------|-------|--------------|--------------------|-------------------|---------------------|----------|-----------|
| Residential | 68 | \$12,849,940 | \$188,970 | \$182,500 | -\$3,608 | 23 | 30 |
| Kalamazoo City | 35 | \$6,497,522 | \$185,643 | \$185,000 | -\$4,457 | 27 | 34 |
| Kalamazoo Twp | 14 | \$2,497,788 | \$178,413 | \$167,000 | -\$2,310 | 17 | 27 |
| Portage City | 19 | \$3,854,630 | \$202,875 | \$189,900 | -\$2,998 | 20 | 27 |